

Message Text

PAGE 01 STATE 109599

12

ORIGIN COME-00

INFO OCT-01 EA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OED/OBOD/OPS/J.T.HARDISTY
APPROVED BY EB/OCA/REP/LAKLIEFORTH
COM/BIC/OED/OPS/J.T.HARDISTY
COM/BIC/OED/OPS/S.S.LEON
COM/BIC/OED/OBOD/R.E.COHEN
COM/BDC/OBRA/W.C.BANDY
STATE/EA/IMS/E.INGRAHAM

----- 088405

R 100130Z MAY 75
FM SECSTATE WASHDC
TO AMEMBASSY SINGAPORE

UNCLAS STATE 109599

E.O. 11652: N/A
TAGS: BEXP, SN
SUBJECT: PRODUCT OPPORTUNITY: 1,000 BED SINGAPORE
--- HOSPITAL

1. FREDERICK G. AUCH, V.P., PICKER INT'L CORP., HAS APPROACHED USDOC RE OPPORTUNITY PICKER HAS TO SUPPLY EQUIPMENT FOR THE NEW SINGAPORE GENERAL HOSPITAL. (TO REPLACE THE OUTRAM ROAD HOSPITAL). PICKER, WHICH IS SUPPLIER OF DIAGNOSTIC,X-RAY, ULTRA SOUND AND COBALT THERAPY EQUIPMENT, HAS DISCUSSED THEIR CAPABILITIES WITH PROJECT DIRECTOR DR. S.B. KWA. PICKER ALSO PARTICIPATED IN MEDICAL EQUIPMENT TRADE MISSION TO SINGAPORE DURING LATE 1973.

2. AUCH HAS INFORMED USDOC THAT HE UNDERSTANDS THAT ONLY COMPETITION THEY FACE IS FROM SEAMENS (GERMANY) AND PHILLIPS (NETHERLANDS) FOR THIS 9-11 MILLION DOLLAR POTENTIAL. AUCH HAS REQUESTED U.S. EMBASSY SUPPORT IN COMPETING FOR CONTRACT.

3. PICKER IS LARGE WELL KNOWN FIRM WHICH HAS EXPERIENCE IN INTERNATIONAL FIELD. MOST RECENT EXPERIENCE IN FAR EAST
UNCLASSIFIED

PAGE 02 STATE 109599

HAS BEEN IN THE V. LUNA PROJECT IN MANILA, THE MAKATI MEDICAL CENTER (PHILIPPINES) AND NO. 802 AND 803 ARMY HOSPITAL (TAIWAN). AUCH SAYS THAT PICKER WILL BE ABLE TO SERVICE AND MAINTAIN ALL EQUIPMENT THEY FURNISHED TO

SINGAPORE GENERAL.

4. ACTION REQUESTED: FINAL FORMAL SPECS FOR THE HOSPITAL EQUIPMENT WILL BE ISSUED WITHIN THE NEXT SEVERAL WEEKS, ACCORDING TO AUCH. REQUEST THAT EMBASSY VERIFY THAT PICKER IS PREQUALIFIED ON ALL COUNTS AND CONFIRM TO APPROPRIATE OFFICIALS (E.G. DR. KWA) THAT PICKER IS WELL QUALIFIED FIRM WHICH IS AGGRESSIVELY PURSUING THIS MAJOR REQUIREMENT. KISSINGER

UNCLASSIFIED

<< END OF DOCUMENT >>

Message Attributes

Automatic Decaptioning: X
Capture Date: 26 AUG 1999
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE109599
Document Source: ADS
Document Unique ID: 00
Drafter: COM/BIC/OED/OBOD/OPS/J.T.HARDISTY
Enclosure: n/a
Executive Order: N/A
Errors: n/a
Film Number: D750164-0822
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t197505101/baaaajhe.tel
Line Count: 67
Locator: TEXT ON-LINE, TEXT ON MICROFILM
Office: ORIGIN COM
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 17 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <17 JUL 2003 by maginmm>; APPROVED <21 JAN 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> jms 971009
Subject: n/a
TAGS: BEXP, SN
To: SINGAPORE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006